

Important Information on Pages 23 and 24
for Sheet Metal Contractors in Chicago.

AMERICAN ARTISAN and Hardware Record

VOL. 85. No. 20. 620 SOUTH MICHIGAN AVENUE, CHICAGO, MAY 19, 1923. \$2.00 Per Year.



- 1 Notice the special radiator; this gives extra direct heating surface.
- 2 More rapid circulation of air.
- 3 Better combustion of smoke and gases.
- 4 Large double feed door.
- 5 Greatly increased durability.

- 6 Triple flued down-draft radiator.
- 7 Convenient and efficient air moistener.
- 8 Smoke pipe can be taken off at any angle.
- 9 Flat or triangular grates, interchangeable.
- 10 Perfectly suited for burning any fuel.

The New Floral City Furnace

100 to 300 per cent MORE direct heating surface

NO other furnace made has a radiator of this type that gives such a great amount of additional heating surface.

The fluted design of the extra large combustion chamber also provides increased heating surface and does so without interrupting rapid air circulation.

The Floral City Furnace is an unusually high class heater built to heat comfortably, economically and efficiently.

Because of these many distinctive advantages the trade has been unusually responsive.

With the Floral City Furnace and our other high quality heaters we offer live dealers an agency connection that will build good business and bring good profit.

The price on the Floral City Furnace is attractively low.

We have a new booklet, and other interesting literature and a complete catalog which we will gladly send on request. Write TODAY

The Monroe Foundry and Furnace Company
MONROE, MICHIGAN

Makers of High Grade Furnaces for Over Forty Years

DETROIT BRANCH—458 Penobscot Building

THE SUPER-SMOKELESS FURNACE

Burns Soft Coal Smokelessly!

Erected in a Very Short Time. Made in All Sizes of the SUPERIOR Pipe and NEW IDEA Pipeless Furnaces.

SUPER-SMOKELESS Furnaces have become tremendously popular in the soft coal sections. They are remarkably clean in operation and cut down coal consumption. All castings are deeply cupjointed and accurately ground to fit. The casings "slip-on" and have no loose nuts to bother with and very few bolts.

Meet the need for smokeless heaters and sell the most highly improved and profitable quality furnace made. Write for dealer proposition.

UTICA HEATER COMPANY

UTICA, New York

218-220 West Kinzie Street, Chicago, Illinois



FRONT RANK

TRADE NAME REGISTERED

Single Register Furnace

The "Three Way" Furnace is shown in the illustration. It has a narrow register instead of a square one. This can nearly always be placed in an archway or near the wall, making it unnecessary to turn under or cut rugs. Cold air registers are separate from the warm air and may be moved to another room when desirable. Other warm air registers can be run to distant rooms, if necessary, much easier than from the double casing. The hot smoke pipe does not go through the cold air duct as in the double casing type. The regular pipe furnace casing is used and no special parts are necessary to convert a pipe furnace into a pipeless or vice versa.



Haynes-Langenberg Mfg. Co.
4545 North Euclid Ave. St. Louis, Mo.

Our Special Bulletin

fully describing this modern pipeless heater and containing all dimensions is yours for the asking.

"Good Bye! We're Going Home~Front Rank is too Hot!"

Founded 1880 by Daniel Stern

Thoroughly Covers
the Hardware, Stove,
Sheet Metal, and
Warm Air Heating and
Ventilating Interests

AMERICAN ARTISAN and Hardware Record

Address all communications
and remittances to
AMERICAN ARTISAN
AND
HARDWARE RECORD
620 South Michigan Avenue
CHICAGO, ILLINOIS

PUBLISHED EVERY SATURDAY BY THE ESTATE OF DANIEL STERN

Eastern Representatives: C. C. Blodgett and W. C. White, 1478 Broadway, New York City

Yearly Subscription Price: United States \$2.00; Canada \$3.00; Foreign \$4.00

Entered as Second-Class Matter June 25, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879

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VOL. 85. No. 20.

CHICAGO, MAY 19, 1923.

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WE ARE FAST REACHING THE SATURATION POINT.

"Capital employs labor only for the profits that can be made therefrom, and the worker hires out for the wages he can get so as to 'keep body and soul' together. These interests are as opposed to one another as those of the buyer who buys at the lowest rate and the seller who sells at the highest price."

Thus reads a paragraph in a journal devoted to a prominent labor organization.

We have no quarrel with any man who is trying to better his economical and social position—nor with any organization of men which operates for the same purpose. Their object is not only laudable, but the very most potent force behind what we call ambition.

But there is always a point in this so-called struggle where the third party steps in and says to the other two—those mentioned in the paragraph quoted in the foregoing:

"There is a fair price for any kind of a job, beyond which I am not willing to go, and you two must arrange matters so between yourselves that this figure is not passed. For, just as sure as you pass that figure, I am going to quit furnishing the money out of which your profits—to the manufacturer or contractor—and your wages—to the laborer—come."

In other words, much as some so-called labor leaders, on one hand, and some manufacturers and contractors on the other hand, seem to think—it is not so much a struggle between "Labor" and "Capital," as it is a question of so arranging their relations that the third party, the great consuming public, remains satisfied with the quantity and quality

he is offered for the money which he has in his purse or bank.

We are already commencing to see signs that prices for commodities and wages for any sort of labor are being considered too high by the general public.

While the month of April showed a great gain in building permits over April, 1922, it is also a fact that in two of the largest cities plans for buildings are being withdrawn, to the amount of over 160 million dollars, because building costs are considered too high to make it possible for these buildings to yield a fair return on the investment necessary to construct them.

It is a foregone conclusion that when wages are advanced, without a corresponding increase of output, the selling price of the product in question must also advance, and in some lines the saturation point appears to have been reached—with the result that demand is slackening.

No one surely wants to see another buyers' strike and the probability is that we will be able to go through 1923 and to continue through 1924 without one if "Labor" and "Capital" will take a square look at all conditions and come to a thorough understanding with each other, in order that from now on there will be no further advances in wages nor in commodities, except such adjustments as may be found necessary after the most careful consideration.

We want no repetition of 1919, 1920 and 1921, and we can avoid it.

Random Notes and Sketches.

By Sidney Arnold

I am sure that the many friends of Arthur J. Madson, Assistant Manager of the Chicago Branch of the Wheeling Corrugating Company, will rejoice to know that he has joined the ranks of the Benedicts, having persuaded one of my Oak Park neighbors, Miss Bernese Percy, to take him on for better or worse.

While the wedding took place on May 5th, Arthur informs me that presents are still acceptable and may be sent to 746 South Wesley Avenue, Oak Park, Illinois, where the young couple will be at home after July 1st.

* * *

Some time ago a young man went to the Chicago office of the International Heater Company in Chicago to apply for a position, and was shown into the office of Ed McCabe, to whom he stated the object of his call.

Mr. McCabe was favorably impressed with his appearance and address, and after asking him a few questions relative to his business experience promised him a place. But the caller, who evidently had expected to be more thoroughly catechized, thought it best to volunteer additional information.

"If you wish," he began, "to know something of my antecedents—"

"I don't care to know anything about your antecedents, young man," interrupted Mr. McCabe with a smile. "If your subsequents are all right, you'll do. You may report to Mr. Smith next Monday."

* * *

Henry Karges, the new President of the National Association of Stove Manufacturers, is not particularly in favor of the movement among farmers which has for its purpose the "cutting out of the middle man," and here is a story that he told me during the recent convention at Richmond, Virginia:

A farmer rode into a middle western town and inquired of the first man he met where he could find an undertaker.

"An undertaker?" the man asked. "Is there someone dead at your place?"

"No," replied the farmer. "But my wife is pretty sick."

"Well, then," the man advised, "what you want is a physician, not an undertaker."

"No," said the farmer. "What I want is an undertaker. You know, I have joined the 'Co-ops' and we have cut out the middle men."

* * *

Sometimes an "alibi" gets you in bad, as in the case of the Irishman in the following story which comes from F. H. Ash, of the Vapo Stove Company:

Two sons of Erin, staunch enemies of long standing, happened to be attending a wake together. The atmosphere was gloomy and one of them, feeling that any sort of companionship would be welcome, whispered over to the other:

"Dinnie! Whisht, Dinnie! Come on over and sit wit' me, Dinnie. I want to talk to ye."

"I will not," whispered back Dennis. "Ye have been passin' dir-ty remarks about me. Ye have been tellin' lies about me."

"Yes, Dinnie, 'tis true," replied Pat. "I have been lyin' about ye—but, Dinnie, I was only defendin' ye."

* * *

George Carr, who has just returned from Hot Springs, Arkansas, informs me that the sheet metal contractors and furnace men in a town near that city are not very strong on advertising their business.

He says that he tried to earn an honest penny, while waiting for the water to get in its work, by selling a carload of furnaces.

The first man he called on operates a hardware store and seemed to

be a pretty live fellow, but he cut off George's hopes right away by taking him down into the basement under his store—no, not for a drink—and showing him about twenty furnaces all covered with dust and rust.

"We have had these furnaces," the hardware man said, "ever since I bought this stock, but nobody seems to want to buy furnaces."

"Well," said George, "isn't there somebody who does some sort of furnace work in this town? Maybe I can sell them for you. How much will you pay me in commission?"

"Oh, yes, I believe there is somebody here in town, but I have forgotten where his place of business is. We will ask the boys."

However, nobody seemed to know his address, and finally the telephone directory was consulted, when it was found that the furnace man's shop was located on the floor above the store!

* * *

The two office boys were discussing the merits of their respective bosses, and the young man who guides the destinies of Jim Doherty's office had made the claim that the vice-president of the Utica Heater Company was a more hard-headed business man than "Trow" Warner, who is in charge of the Tuttle & Bailey register sales in the Chicago territory.

First Office Boy: "Whatcher mean your boss is a harder-headed business man than mine?"

Second O. B.: "Huh, my boss' head is so hard hair can't find rootin' in it, and yours ain't."

* * *

"When you lie," says Karl Roth, of Braden Manufacturing Company, "make a real job of it, such as the two colored gentlemen:

"When Ah had de influendways Ah had a chill dat was so cold dat Ah froze all de water pipes in de horsepittle."

"Ain't nothin'. When Ah had de fever mah mouth done melted de doctah's thumometah an' Ah had to wear asbestos pajamjams to keep from bu'nin' de sheets."

George Harms Calls Attention to Live-Wire Letter Which Strikes Association Members Between Eyes.

Letter Aimed to Increase Attendance at Texas Contractors' Convention Also Applicable to National Association.

GEORGE HARMS is Secretary of the F. Meyer & Brother Company, Peoria, Illinois, manufacturers of Handy Furnace Pipe. Mr. Harms is far more than that, however; he is a man who understands the furnace business from A to Z; he has a thorough knowledge of national as well as local problems that affect the furnace business, and is in whole-hearted sympathy with and is a booster of both state and national organizations; he appreciates that in "Unity there is Strength."

Mr. Harms saw a letter which was written by V. H. Parks, Manager of the Meyer Furnace and Supply Company, Kansas City, Missouri, to the sheet metal trade calling attention to the Texas Sheet Metal Contractors' Convention which is to be held at Dallas, Texas, June 21 and 22, 1923.

The arguments contained in this letter were so compelling that Mr. Harms, broad-minded man that he is, immediately recognized their force and quickly realized that they applied not only to the Texas Association, but that they were equally applicable to members of all state and national associations.

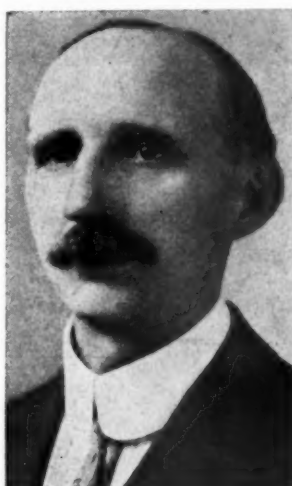
The letter in full, which Mr. Harms has graciously given out for publication, is as follows:

"We should like to have you with us as a member of the Texas Sheet Metal Association.

"We do not ask this because of the small fee or dues you or any of us pay, because that money is all used in postage and stationery, but because of the benefits we all derive from working together as an association.

"Won't you stop and think for just a few minutes about some of the things that associations have done for others? A long letter of argument, no matter how sound,

would bore you. Just ask yourself: 'Are your profits on your tin shop satisfactory to you?' Do you think they are as good as the lumberman's and the oil dealer's and the plumber's and the union tinner's? Does your tin shop display window look like the plumber's? Did you older men get \$8.00, \$10.00 or \$12.00 for eight hours' work when you were employed at the bench? *NO!* Because the tinner's were not organized



George Harms,
Secretary F. Meyer & Brother Company, Peoria, Illinois.

then, *but* they are now, and you are paying them the big wages.

"Union mechanics are not all anarchists, but they have a good association which sets a wage scale and then sticks to it.

"Why is a pipe fitter, who can serve his apprenticeship and become a good journeyman in one-third of the time it takes a man to become a real sheet metal worker, called a *Sanitary and Heating Engineer* when a tinner is not?

"I spent Sunday, February 25, in San Antonio, Texas, and in one of the Sunday papers I read a half-page advertisement signed by nearly all of the good, substantial plumbing firms. The advertisement asked home owners to let plumbing firms

figure on and do their jobs, because these firms sold high-grade goods and insisted on good work, and greatest of all, they, the *Plumbers' Association*, guaranteed the *work* and the *prices* of each of their members.

"Gentlemen, that advertisement cost some money, but think of the number of home owners who would rush to those shops because they stood together for high-grade business methods and a standard price.

"In the same paper the druggists of San Antonio had a four-page advertisement. Think of it! Four pages! They did not advise the reader to send his money out of town for worthless patent medicines or to buy dried-up stock of hand lotion at news stands; but they did call attention to their college-educated, registered pharmacists, their large, modern sanitary stores, their polished, shining mirrors and fixtures that help to make San Antonio the winter home of many rich people and enhance her property values.

"Gentlemen, Tinner's and Hardware men, your brains, your nerve and your skill in the grand old art of sheet metal work can do just as much for you and your business as any other body of men has done for the business it represents and its prosperity.

"A small local association will cut out more deadbeats and save more lost accounts in *one year* than your local and state associations' dues would amount to in twenty-five years.

"An association will, with a few evenings of consultation, entirely eliminate tissue paper gauge, gutter and valleys; and a few heart-to-heart talks with your best architects and builders will result in specifications calling for high-grade materials and preference being given to

responsible sheet metal contractors and roofers.

"The members of other associations *profit* by working together for the betterment of all.

"The yearly meeting will be in Dallas, June 21 and 22, 1923.

"The old, familiar faces will be there. Why not yours? Why not get a strong start in the right direction? Why not promise yourself that you will not be a slacker, but will do *more than your part* toward making the Sheet Metal Contractors' Association of Texas the strongest of all?

"Texas needs your brain as well as your soldering iron."

The letter bore the signature of V. H. Parks, Manager of the Meyer Furnace and Supply Company, Kansas City, Missouri.

Honeywell Exhibit at Cleveland Had Many Interested Visitors.

During the annual meeting of the National Warm Air Heating and Ventilating Association, recently held in Cleveland, a number of manufacturers of appliances used in connection with warm air heating apparatus had exhibits of their products.

The most prominent of these was that of the Honeywell Heating Specialties Company, which occupied

two large rooms on the mezzanine floor of Hotel Winton.

Here were the Honeywell stove-pipe damper, the Honeywell temperature regulator, the Honeywell furnacestat, the Honeywell Aerofan, and many other thoroughly tested-out appliances for regulating and improving the operation of warm air heating apparatus—all displayed in a manner that once impressed the visitor to the exhibit with the fact that the manufacturers of these appliances were "old hands at the game," and that these products had behind something more than a notion; that years of experiments and years of practical experience in this field is the basis on which they are offered.

The Furnacestat and Aerofan were shown in actual operation and it was a surprise to many of the visitors, many of whom have themselves experimented with similar appliances to note the high sensitivity of these appliances—how little change in room temperature would set them in motion and how quickly they responded again when the desired temperature had been obtained.

These appliances were attached to furnaces manufactured by the Henry Furnace & Foundry Company.

The accompanying illustration shows a section of the exhibit.

M. C. Honeywell, President, and A. P. Mudgett, Salesmanager, of the Honeywell Heating Specialties Company were in charge.

Secretary Obert Resigns Office in Heating and Ventilating Engineers' Society.

C. W. Obert, who has served the American Society of Heating and Ventilating Engineers as its Secretary during the past eight years, has tendered his resignation, to take effect at the end of the present fiscal year.

In fact, Mr. Obert had desired to be relieved last January, but was prevailed upon to remain in office during the current year. He had also filled the secretaryship of the American Society of Mechanical Engineers Boiler Code Committee for several years.

During the eight years of his service as Secretary, the membership grew from less than five hundred to nearly two thousand.

The following statement from President H. P. Gant of the Society, concurred in by the Council (the governing body of the Society), shows the high regard in which Mr. Obert is held by his associates among the officers and by the membership in general:

TO THE MEMBERSHIP:

The Council has, with deep regret, received from C. W. Obert, Secretary, the announcement of his desire to withdraw at the end of the present fiscal year from the position of Secretary of the Society.

Mr. Obert deserves a large part of the credit for the splendid growth of the Society from a membership of about five hundred up to its present membership of about two thousand.

He has been untiring in his efforts to promote the best interests of the Society, always holding the welfare of the organization above personal interests.

He will be missed by all of the members, but he has generously assured the officers that he will con-

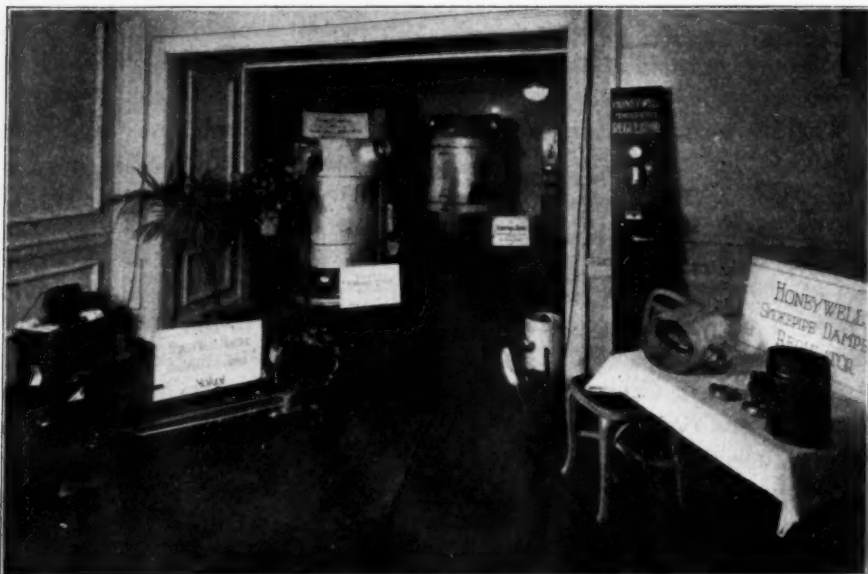


Exhibit of Aerofans, Furnacestats and Other Automatic Heat and Draft Control Devices, Manufactured by the Honeywell Heating Specialties Company, Wabash, Indiana, at Convention of National Warm Air Heating and Ventilating Association in Cleveland.

tinue to coöperate in every way possible in this important work.

I know the entire membership will join in expressing its deep appreciation of the energy, loyalty and ability displayed by Mr. Obert during his term as Secretary, and it is hoped that his future activities may bring him into frequent touch with the work of the Society.

Very truly yours,
H. P. GANT,
President.

Heating and Ventilating Engineers Have Interesting Program for Summer Meeting in Chicago, May 21 to 23.

The program for the Summer Meeting of the American Society of Heating and Ventilating Engineers, which is to be held at Hotel Drake, Chicago, Monday to Wednesday, inclusive, May 21, 22 and 23, has many interesting features, among which are the following:

Monday, 10:30 a. m.—Report of Committee on Standard Code for Testing Fans.

Report on Building Code of U. S. Department of Commerce.

Monday, 2 p. m.—Discussion on Code of Heating and Ventilating Equipment.

Wednesday, 9:30 a. m.—Paper by Professor V. S. Day, University of Illinois, on "Temperatures at Registers of Warm Air Heating Systems."

Wednesday, 2 p. m.—Ventilating session.

Heating and Ventilating Engineers Are Invited to Visit Plant of Ilg Electric Ventilating Company.

• J. M. Frank, Vice-President of Ilg Electric Ventilating Company, Chicago, extends an invitation to members of the American Society of Heating and Ventilating Engineers attending the semi-annual meeting in Chicago, May 21 to 23, to see the Company's new plant at Crawford Avenue and Diversey Boulevard, where Ilg fans, blowers and unit heaters are made. Lunch-

eon will be served at the plant between 12:00 and 1:00 every day, and a cordial invitation to luncheon is given all members of the Society.

Brillion Iron Works Holds Convention at Factory for Its Salesmen.

Brillion Iron Works, Brillion, Wisconsin, held a salesmen's convention at the factory May 1. The day was spent in visiting the different departments to see how the various parts of the Brillion Furnaces were made up, so that all the salesmen would thoroughly understand the details.

Matters pertaining to heating problems were fully discussed. After spending a pleasant day at the factory, the salesmen departed in their Ford coupés with more "pep" than ever before.

This company maintains an engineering department for the assistance of their customers. The salesmen are all practical men of wide experience, well liked on the territory and at your service.

How Is Your Business Place Protected Against Fire?

Do you realize that fire comes like a thief in the night?

What is your first duty on discovering a fire?

Do you know how many others are asleep in the building and where?

Do you look up exits before retiring in a hotel or other strange place?

Do you know where the nearest fire alarm box is and how to turn in an alarm from such box?

How will you report the fire by telephone, what will you tell "Central" to assure prompt connection and what will you tell the fire chief?

If fire or smoke should block your usual exit how would you get out?

What can you do to let yourself down from a window?

If you must jump from a window, what can you do to "break the fall?"

How would you go through a smoke filled room or hall?

How would you announce a fire to other occupants of a house, in a theater, in a hospital?

What will you do with doors and windows until the fire department arrives?

Have you a fire extinguisher? Where is it? When was it last charged? Do you know how to operate it?

You have now had one fire, what other fire hazards are there on or around your premises?

Do you know how to use a baking soda and water mixture on a fire how a wet broom, a wet blanket, or sack or rag, a pail of sand, a scoop and flour?

Have you a fire extinguisher, water connection or both in the boiler or furnace room?

Have you a ladder or other means to get to the roof?

What can you do to protect the roof and window openings in case of a near-by fire?

What property will you save first?

If a person's clothing is burning, what would you do?

How would you fight an oil lamp or oil stove fire?

What would you do to extinguish a chimney fire?

Do you know where the gas shut-off valve is, and how to operate it?

A little sober thinking and consideration of these questions may mean a saving of life, limb and property.

Hart & Cooley Company Tell How to Save Money on Registers.

A circular entitled "The Price You Pay" has been issued recently by the Hart & Cooley Company, Inc., New Britain, Connecticut, which deals with the question of air capacity of registers.

The circular tells all about H. & C. registers and their free air capacity. In this circular Hart & Cooley Company tell why they believe a large saving can be effected by using their registers.

Do you try to write your advertisements without having learned how to do that kind of work?

Can Local Furnace Installer Compete Successfully with Direct Factory Branches?

He Can, Provided He Goes After Business Aggressively and Makes Use of His Good Reputation.

IN recent issues of a number of metropolitan newspapers a company which sells furnaces on the "direct installation" plan ran a full-page advertisement which contains many statements that can be used to excellent advantage by local in-

stallers who have established a reputation for reliable work.

First, there is this headline: "Breathe in Good Health from Circulated Air."

That is followed by this statement:

"A fundamental fact in both the manufacture and installation of a ——— Heating System is that it provides a plentiful supply of circulating air.

"It is well known by physicians and generally understood by the public that circulating air is a health necessity. Put a candle in a closed container and it soon uses the limited supply of oxygen—grows dim—then splutters out.

"All of the oxygen we get—the life giver and blood purifier—comes into our lungs from the air we breathe. We cannot derive health from stagnant air any more than we can if we drink stagnant water.

"Doubtless all of us have had the experience of becoming depressed and drowsy in a crowded or stuffy room heated by hot water or steam, yet awaken quickly when we step into the better air of an adjoining room where a window has been opened.

"So the ——— System—built and installed to supply circulating air—is one of the greatest health givers that can be provided for any home. Mother does her work more easily without knowing why. Clear-eyed, rosy-cheeked children romp and play until natural sleep claims them. Circulating air is the greatest of all preventives of home depression and ill-temper, just as it is a means to increased production and better health in the modern factory.

"Then how can anyone responsible for family health neglect circulating air for the home?

"With the ———, engineering skill is employed to provide a continuous, bountiful supply with every installation—guaranteed by the ——— bond. There is no other way for the ——— to heat your home than by circulating the air. It is the one system having all three advantages—Health, Comfort, Economy."

Is there any good reason why you, Mr. Furnace Installer, cannot make as strong an appeal for your furnace—particularly as you give personal supervision to your installations?

Why don't you make use of your

KEITH'S MONITOR Furnace Pays For Itself

Fuel costs money. A saving on each month's fuel bill soon pays for the difference between a poor furnace and a good one. With a Keith's Monitor Furnace, fresh air is drawn around the heat radiating surfaces and is circulated directly to each room. It is the quick, economical way—no lost energy. Each room is heated evenly. It is not necessary to heat a boiler full of hot water before your rooms begin to warm. It is not necessary to make a furnace of one room in order to heat other rooms.

Compare these Many Advantages with Any Other Furnace Made

Backed by thirty years furnace building experience.

Easier to install because of fewer parts.

Construction approved by Uncle Sam's Engineers.

Bottom plate and base ring cast in one piece.

Twelve inch gas dome opening prevents gas or smoke escaping when feed door is open.

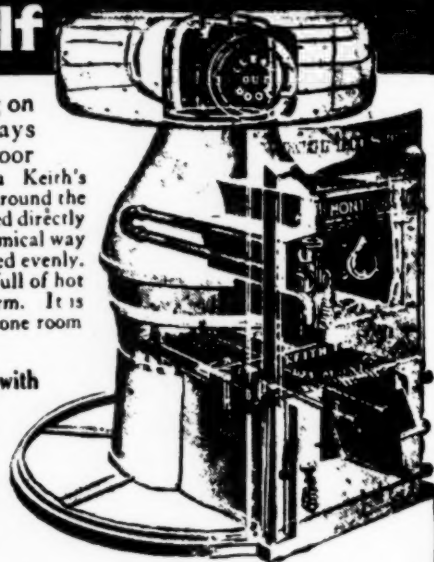
Triangular har grates—the most approved type—in two units so that it shakes easily—grates may be removed through ash doors without disturbing balance of furnace.

Water battery that releases proper amount of moisture into the air.

Extra large radiator, cast in one piece—abundant heat radiation.

Fire pot, large and heavy, cast in two pieces to take care of heat expansion and accurately grooved and fitted together with gas and smoke-tight joints. Sides smooth and straight enough so that ashes will not collect on sides and interfere with heat radiation.

Smoke pipe collar may be placed in any position to allow straight smoke pipe to chimney and insure perfect draught.



Convenient cleanout opening at opposite side of radiator from smoke collar.

Panel for water coils at side of body section—so that they do not interfere with feed door.

Large ashpit to prevent ashes banking against grates and burning them out.

Large feed door for convenience in feeding larger chunks.

Easy adjusting chain control for regulating fire from upper rooms.

All joints deeply grooved, accurately fitted and sealed with asbestos furnace cement—gas and smoke tight.

Made in styles to burn hard or soft coal, wood or coke.

Guaranteed against defective workmanship and material.

Before you buy a heating plant of any kind get the facts—mail the coupon and get our interesting catalog and complete information.

Keith Furnace Co.
Des Moines, Iowa

Free Book Tells How To Have Healthful Economical Heat

Mail This Coupon Today
Keith Furnace Co., Des Moines, Iowa
Without obligating me in any way, send at once book describing Monitor Furnaces and complete information about heating systems.
Name
Address

reputation for good work—in a really effective manner, like the following:

Economy with Certainty.

"The size of the check a man may write is, of course, governed by his balance. If he writes one for a thousand, with a hundred dollar balance, his check is not even worth a dollar.

"So furnace buying has resolved itself into a matter of promises actually fulfilled rather than one of higher-sounding claims. The ——— Furnace Company openly states what it can do—what it will do—then does it, as a million people know.

"Fix the responsibility when you buy—assure yourself that promises are made in writing by a party who is responsible and who agrees to accept the full responsibility for healthful and economical heating of your home.

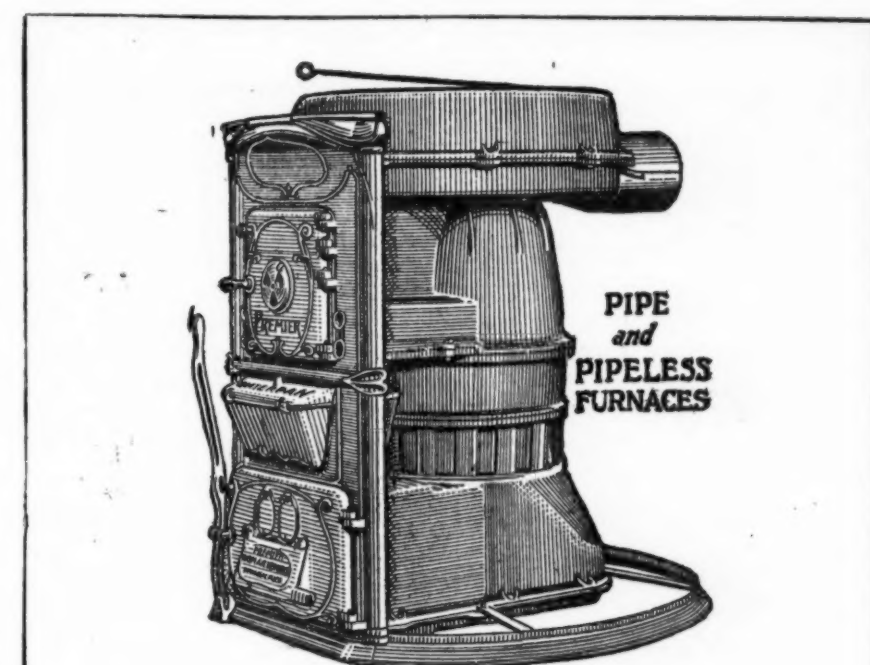
"The ——— burns wood, coke, soft or hard coal, economically and without damage to interior decorations. And an audit of an entire city has proved it the most economical in the use of fuel. Mind you, we don't claim to save one-third to one-half your fuel! We simply state that the ——— has been proved to be more economical than the others. A single fact outweighs a thousand claims."

And note this appeal to the mothers and fathers who have small children:

Children May Play on the Floor.

"——— engineers make a very sharp distinction between circulating air and drafts. ——— engineering provides a continuous, slowly moving current of warm, moist air into every corner of every room. The necessity of doing this without uncomfortable floor drafts is one of the reasons why the ——— Furnace Company installs every ——— furnace it builds. Otherwise, we could not accept full responsibility and house owner would have only limited protection.

"——— manufacture, plus ——— trained installers, makes the ——— bond possible. We gladly assume



PREMIER

Built for Life Time Service

The heating system is the most important part of your house. A good heating system means comfort with economy and will last a lifetime. A poor heating system wastes more fuel every year than the difference in cost between it and a good heating system and before many years it will probably have to be replaced. Install a PREMIER Warm Air Furnace and you are assured of heating comfort year after year. The cost of fuel is remarkably low. The PREMIER is easy to care for. Nothing to get out of order, no parts to deteriorate and need periodic replacement. Cast of finest grey iron.

A BETTER FURNACE IS NOT MADE AT ANY PRICE

We Guarantee You Perfect Installation

SOLD ON EASY PAYMENTS

O. F. MEADOWS

SHEET METAL WORKS

Phone 2156

86 N. Lexington Ave.

Copy Used by O. F. Meadows, Asheville, North Carolina, Stressing Quality of Premier Warm Air Furnace.

undivided responsibility for both the furnace and its successful operation. Circulating air without floor drafts makes it perfectly safe for children to play on the floor all day long. This is one of the reasons why folks find that their lives are brighter and their homes are hap-

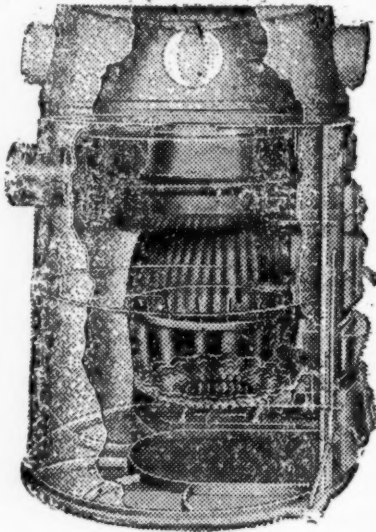
pier when the heating system is a ———."

In the last analysis, it is up to you to make good on your installation—whether or not you can get any assistance from the manufacturer whose furnaces you sell, so you have this—far better—argument



OUR FURNACE DEPARTMENT WISE FURNACES

These furnaces are made in four different patterns of pure new cast iron. Extra heavy and unusually large warm air capacity. The two styles we carry are the best and latest there is. Our 100 Series, patented August 9th, 1921, is the latest and most up-to-date furnace on the market today.



Note in opposite cut the following new features.

Large roomy ash pit, shaker ring dumps center grate; shaker ring keeps hot fire all around fire pot and revolves on ball bearings, is easily shaken by long lever outside of front cast, no stooping or kneeling to shake grate, a child can use it. The fire pot is extra heavy and is air slotted, air slots are uniform all the way around, not bunched three on one side and four on the other, thereby insuring against unequal expansion, therefore cannot crack. THE FIRE POT IS GUARANTEED FIVE YEARS. Feed section has concentrating dome with the largest feed door of any furnace made. Suitable for wood, soft or hard coal.

The fire dome or feed chute section is on the heat concentrating pattern having recess allowing hot water coils to be placed in same and not interfere with coaling. Has large opening direct into heavy cast radiator, no sharp L or crooked U to soot and clog up, (this is patented.) Full cast front with large cast water pan which provides the proper amount of humidity. This furnace, with our 36 years practical experience, makes a complete job that cannot be beat. We have just received a car of these furnaces.

The following jobs have been installed by us.

L. Diehl, Leo LaSeur, P. H. McLaughlin, J. E. Foerster, M. L. Littlejohn, H. Thibadeau, A. Monroe, Geo. Claridge (3), S. Linscott, B. Lowder, M. J. Chappelle, J. Holden, H. E. Compton, E. Walker, Mrs. A. Thomas, J. P. Gibson, W. J. Higgins, R. Reynolds, H. Loetz, Joe Harbeck, J. K. Lauritsen, Mrs. Friis, Mrs. M. Smith, L. A. Doan, A. Schunaman, Ed Gereau, E. Grappe, W. Semback, L. B. Forsling, J. Conlon, G. J. Smith, P. Lackey, C. Coppen, Earnest Whitcher, P. Vlaanderen, J. W. Smith.

CAUTION—Don't buy a furnace or heating plant out of a catalogue. See the furnace itself on our floor. We install the furnace you buy, we do not substitute.

RIVERSIDE HARDWARE CO.

Riverside - - Sioux City, Iowa

L. A. BRAND, PROPRIETOR

Riverside Hardware Company, Sioux City, Iowa, Refers Prospective Customers to Users of Wise Furnaces.

with which to overcome the ——— guaranty.

You are located, permanently, right in your town, while the ——— company is far away, and its agent may or may not be in your town next winter when the ——— fur-

nace goes wrong.

As to the price question, pay particular attention to this statement:
Trained Men for Every Installation.

"The trained ——— man will never install a ——— improperly to meet a price. Yet, in spite of this,

the price of the ——— is very moderate. The ——— man is a business man, directed solely by the ——— Furnace Company. He determines your exact needs, selects the furnace of proper capacity, figures the size and location of heat pipes, tells you the price and does the work with his trained ——— installers. He is more than an expert heating and ventilating man. He is clean and orderly, careful of your decorations, plaster and furniture. If he were not all this, he would not be a ——— man."

But is there really anything in that paragraph that you cannot with justice to yourself claim for your methods—except that you are right there on the job, on your own established reputation for satisfactory work, while the—agent is merely a "hired man"?

And here is the wind-up:

Special Replacement Work.

"Of course, the best way is to start with a ——— and be sure, but if you are putting up with a poor heating system, get dependable information now as to how the difficulty may be corrected. The ——— man will advise you frankly, no matter what kind of furnace you have. You may depend upon the ——— man and upon the building contractor or architect who chooses to eliminate heating difficulties by selecting the ——— as standard equipment."

The agents or branch managers of the ——— company are frequently entirely without experience in the warm air heating business when they go out to their branches.

What they do not know about the essential requirements for successful furnace installation will fill a big book, and the local installer who is really on the job can easily overcome the competition they offer.

Ask Otto Geussenhainer, of Sheboygan, Wisconsin, how much the two principal "direct" installing companies have been troubling the local installers in that city.

He will tell you that during the past three years neither of them sold enough to make a living.

Pattern for Making Tapering Copper Elbows Shows How to Avoid Necessity of Much Stretching and Compressing.

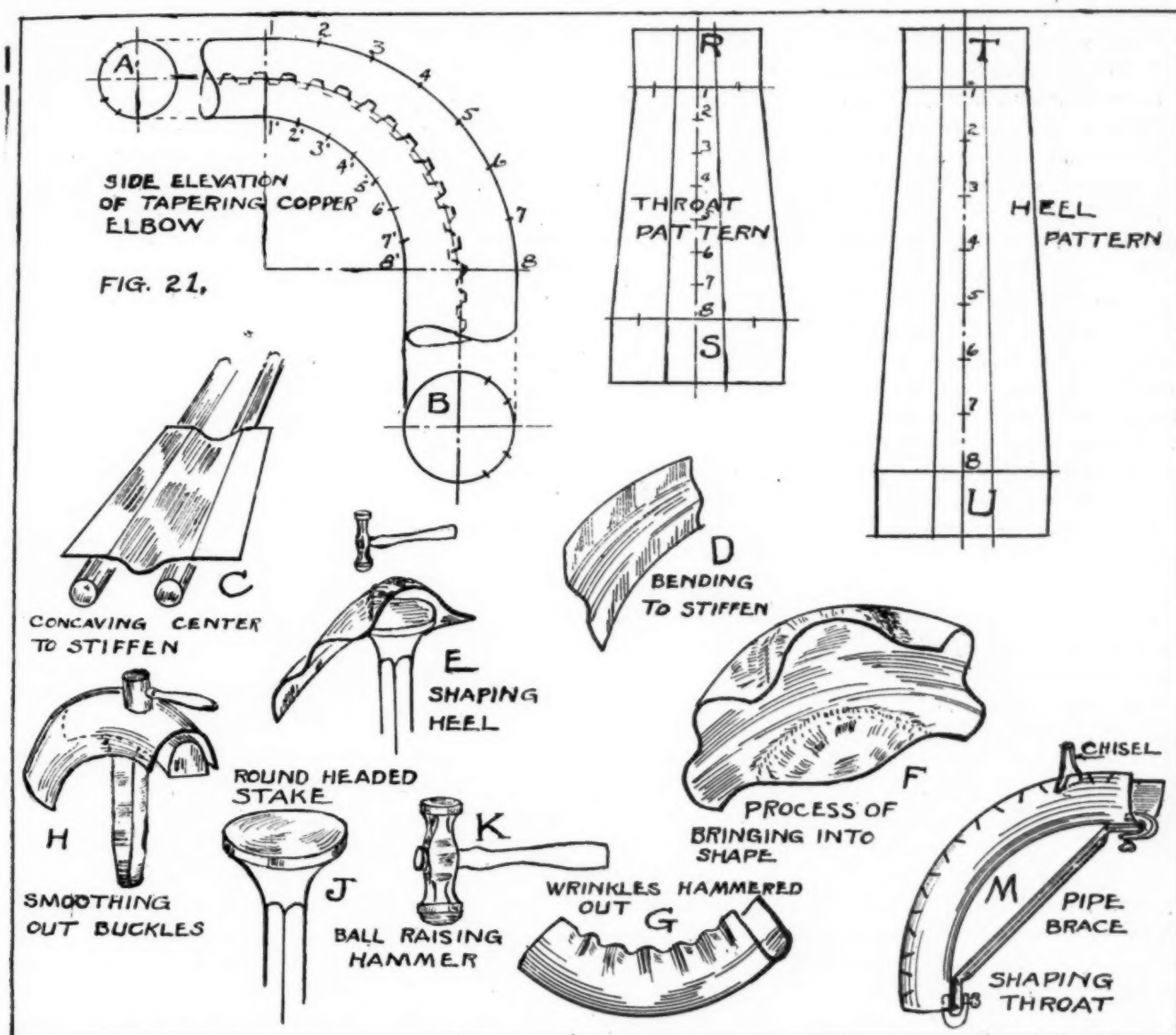
Instructions Also Given in Regard to Proper Care and Use of Coppersmiths' Hammers and Other Tools.

Written Especially for AMERICAN ARTISAN AND HARDWARE RECORD by O. W. Kothe, Principal, St. Louis Technical Institute, St. Louis, Missouri.

ONE of the most difficult things for a coppersmith to make is elbows. This causes a great deal of worry, especially since there must be so much stretching and compress-

about the work, also know just where and how to treat the metal in bringing it up into shape. At figure 21, we show a tapering elbow; we show it tapering because a tapering

draw the elevation so that we have the throat and the heel lines. We divide the heel in any number of equal parts and draw lines toward the apex, which also divides the



Development of Patterns for Copper Elbows.

ing of the metal in certain places, in order to bring up the shape. After a number have been made, a person has learned what to observe and what to avoid, and just how to go

elbow may seem harder to make than a straight, cylindrical elbow, and although both are worked out on the same principle, we have taken this one as an example. We first

throat in the same number of equal parts, as 1'-2'-3', etc.

To set off the pattern for the throat, pick the girth from elevation as 1'-8' and set on a line R-S

as 1-8. Then square out lines and on each side of R-S place the girth from sections A and B. This will enable drawing the outline. In the same way develop the heel pattern, picking the girth from elevation as 1-8 and setting it on the center line, T-U as 1-8. Square out lines and make them equal to the girths of a half section A and B. This will give the outline for pattern.

In this pattern draw lines so as to divide it into about three equal parts; that is, the central part does not require a great deal of shaping, while the outer side parts require the most working. To work up the heel place the pattern in position C and somewhat concave the center to stiffen it. This can easily be done with a hammer by tapping and as the copper is soft, it will give very freely. Next bend slightly to a curve as in sketch D and after that, work over a stake with an oval faced hammer as in sketch E. The metal is worked in this way bringing it up gradually until it gets into about the position of sketch F. By this time the metal will be quite hard and springy and it must be annealed by heating in the forge and plunging in cold water so you can begin working on it again immediately. After this, the elbow is brought up still further and some workmen prefer bending wrinkles in as in G. These wrinkles enable bringing into shape and then they are hammered out gradually by means of square faced hammer or something suitable like that and a stake, gradually working the metal up, which compresses it. After the desired curvature is made, the heel is placed on a curved stake as at H and it is smoothened out, taking out all the buckles, hills and hollows, and then it is ready for developing the throat to it.

The throat is generally developed to the heel, and as the throat requires considerable stretching, it is often found advisable to use a brace, as in sketch M, with the ends flattened, and clamped to the metal by means of screw dogs. Then by degrees on the metal is worked over, which is more easily done since the

brace helps hold the metal in shape. On light work of this kind, the throat is very hard to bring up because the metal, being thin, requires considerable hammering, in order to stretch it enough to bring out the shape. On heavy copper, the shaping up is considerable easier, although it is harder work, since the heavy metal requires a greater force to shape it than light metal does.

When this throat is bent up and smoothened out, the throat and heel are then fitted together and marked for the seam line. All surplus stock is cut off, allowing enough for dovetailing. Then feather edge the edge and by means of a chisel, cut the dove-tails on a bias, so these notches will also be feather edged as shown. After this the elbow is put together, tying a wire around possibly the two ends and the center so as to hold it firmly in place. The brazing can be done by laying on the side and working from the inside. On such work a round heavy stake J and hammers as at K are very serviceable; in fact, copper-smiths have a great variety of hammers.

These hammers should always have their faces highly polished. The workman must never let the face of his hammer become rusty or disfigured, because that will always mar the face of the metal, and you will not have the good results otherwise obtainable. Old time coppersmiths are very particular with their hammers, and it used to be the duty of the apprentices to keep them highly polished and well oiled and always put away where they could be found.

Wants Filter for Water Going Into Cisterns.

TO AMERICAN ARTISAN:

How can I make a filter for water going into cisterns? We have never been able to solve this problem satisfactorily, so I am calling on you for help.

The job in mind has two-inch pipe carrying the water into the top of the cisterns.

J. A. BRANDT.

Mooseheart, Illinois, May 16, 1923.

Dates for Indiana Sheet Metal Men's Outing Have Been Changed to August 20 and 21.

In order to avoid conflict with the Annual Convention of the National Association of Sheet Metal Contractors, which is to be held in St. Louis, Missouri, June 25 to 29, it has been decided to postpone the joint outing of the Indiana Sheet Metal Contractors' Association and of the "Furmets" until August 20 and 21.

The outing will take place, as mentioned on page 23 of our May fifth issue, at Sargent's Inn, Lake Wawasee, about ten miles from Goshen, Indiana.

The hotel management of Sargent's Inn has agreed to provide rooms for 100 at the rate of \$3.50 a day for lodging and meals, with special rates for meals for those who may wish to camp in tents, for which there is ample space, or who may drive over for a day only.

Free parking and camping space is also assured.

Reservations for this outing, which bids fair to be a highly enjoyable affair, should be sent to N. W. Manrow, 508 East Washington Street, Goshen, Indiana, specifying how many will be in the party, how many rooms will be wanted, the length of stay, etc.

Wants Patterns for Metal Box in Which to Ship Live Fish.

J. Kevlin, New York City, one of our subscribers, sends the following query:

TO AMERICAN ARTISAN:

Can live fish be shipped by express in metal box full of water?

How is such a box or can made?

A can-shaped box with cover with holes in it would not do.

Yours truly,

J. KEVLIN.

New York City, May 15, 1923.

A little demonstration and explanation at the time a sale is made will in many instances save the dealer's complaint department a lot of trouble afterward.

Sheet Metal Contractors of Chicago Hold Preliminary Meeting to Form Organization.

Temporary Officers Elected, Fund Raised for Initial Expenses, and Another Meeting Will Be Held on Thursday Evening, May 31st.

IF EARNESTNESS of purpose, willingness to help a fellow business man and determination to accomplish the desire expressed go for anything, there is going to be a real organization among the sheet metal contractors of Chicago, in addition to the body which has been in existence for a number of years but which is composed in the main of firms engaged principally in large new construction work.

At the invitation of Martin Gold, of the Abbey Sheet Metal Works, 6613 Cottage Grove Avenue, representatives of sheet metal contracting firms from all sections of the city gathered Tuesday, May 15, at the Hardware Club of Chicago, for the purpose of discussing the advisability and feasibility of forming an association.

Among those who spoke besides Mr. Gold were W. Holzrichter, of the Acme Sheet Metal and Ready Roofing Company, 610 Blackhawk Street; George Kalvog, of Austin Sheet Metal Works, 5109 Chicago Avenue; O. A. Flechsig, of Auburn Sheet Metal Works, 7733 South Halsted Street; L. Guthman, of Active Sheet Metal Works, 2818 Diversey Avenue; William J. Combs, 7744 Stony Island Avenue; O. Johnson, of O. Johnson Sheet Metal Works, 173 North Morgan Street; A. G. Pedersen, Editor of AMERICAN ARTISAN, and others.

Every one of these men expressed himself as strongly in favor of forming an association in which the problems of the sheet metal contractor could be discussed in a constructive manner and at least some of them solved in a way to improve the unsatisfactory conditions under which the business now is conducted.

Every one of them also promised to do personal work during the next two weeks and to bring several of their neighboring sheet metal con-

tractors to the next meeting, at which it is hoped that a permanent organization may be formed.

Every one of them dug down in his pocket and paid in sufficient money to defray the preliminary expenses, such as for sending out notices of the coming meeting, etc.

The date and place for this meeting are:

Thursday, May 31, at 8 p. m.

Hardware Club of Chicago, 11th floor, State and Lake Building,

Sheet Metal Contractors in Chicago and suburbs are urged to attend a meeting to organize an association of men who are engaged in this class of work, for the purpose of improving the many unsatisfactory and costly conditions under which business is being done at this time.

This meeting is to be held Thursday, May 31, at 8 P. M., at Hardware Club of Chicago, 11th floor, State and Lake Building.

southwest corner of State and Lake Streets.

To this meeting every sheet metal contractor in Chicago and suburbs is invited, so that he may have an opportunity of taking part in the forming of the permanent organization and in selecting the members of the committee which is to recommend men for the permanent officers of the association, as well as in shaping the policy under which it shall operate.

It is also expected that several prominent sheet metal contractors who are now members of similar organizations in other cities will be present, such as Paul L. Biersach, former President of the Milwaukee and Wisconsin Associations; George Harms, former President of the National Association, and it is quite probable that the National Secre-

tary, Edwin L. Seabrook, will attend. These men know well and can give definite information as to the benefits that come from a well-organized body of men engaged in the same line of business.

Much credit is due to Mr. Gold for the effort and thought and time that he has devoted to the worthy purpose of getting his fellow sheet metal contractors interested in this important matter.

No doubt many of them have wished that an organization might be formed by which some of the many abuses and handicaps under which the average sheet metal contractor operates might be abolished, but it remained for Mr. Gold to set the wheels in motion, as a result of which, it is sincerely hoped, will come a real, live association of the sheet metal contractors in Chicago.

The temporary organization is as follows:

Chairman—Martin Gold, 6613 Cottage Grove Avenue; Phone, Midway 5396.

Secretary—William J. Combs, 7744 Stony Island Avenue; Phone, Dorchester 6298.

Treasurer—A. G. Pedersen, 620 South Michigan Avenue; Phone, Harrison 2496.

The name adopted temporarily for the organization is "The United Sheet Metal Contractors of Chicago."

That is a good name, and its selection should be a good omen for the Association. The sheet metal contractors can make their position in the building world of Chicago of real importance instead of merely incidental. They cannot overcome their many difficulties and handicaps by fighting single-handed, but they can, by united effort, better not only their own individual position, but also the general conditions under which at present they are doing business.

One point, however, is to be kept in mind:

Nothing will ever be accomplished so long as men refuse to come together and agree to bury personal differences and individual indifference.

Whether you were a member of the old "Allied Association" of lamented memory, or whether you stood on the sidelines and refused to help out at that time, or whether you have gone into business during the past five years—if you are in the sheet metal contracting business in Chicago—

You are urged to attend the meeting on Thursday, May 31, 8 p. m., at the Hardware Club, 11th floor, State and Lake Building.

It goes without saying that AMERICAN ARTISAN always has been and always shall be glad to coöperate with any movement toward improving the conditions under which the sheet metal industry operates, but it is also a pleasure to receive expressions like those in the following letter from Mr. Gold: Chicago, Illinois, May 16, 1923.

A. G. PEDERSEN:

Since I have the honor of having been chosen as Temporary Chairman of the United Sheet Metal Contractors of Chicago, I consider it a privilege to extend to yourself and the great magazine you represent my heartiest thanks for the assistance you were kind enough to render in the cause of organizing the sheet metal industry of Chicago—work of which you render gratis—as well as for the use of the Hardware Club rooms until we shall have made a good start.

The duties of stenographic work, as well as other incidentals connected with the Treasurer's duties you have undertaken, are by no means an easy task, requiring a great deal of your valuable time; therefore, when I thank you officially, I am satisfied that I express the sentiments of all who have the welfare of the trade at heart.

Sincerely yours,

MARTIN GOLD,
Temporary Chairman, United Sheet Metal Contractors of Chicago.

The reputation of your store among people is due to the way you treat customers more than to the way your advertising says you will treat them.

St. Louis, City Surrounded by the United States, to Entertain National Sheet Metal Contractors.

Missouri Sheet Metal Men Also to Convene; Unusual Features on Program for June 25 to 29.

HEAR Ye! Hear ye! Don't procrastinate! Make your reservations for the "Crusade" to St. Louis, Missouri, June 25 to 29, right now! Did you read what George Harms had to say about the letter he received from Mr. Parks, and which is published in this issue? If you did not, you've missed a message that would have helped you in more ways than one.

One glance at the following program of the proceedings will convince you that you will do well to go; in fact, it will assure you that you cannot afford not to go:

Monday, June 25.

10:00 a. m.—Annual meeting of the Western Warm Air Furnace and Supply Association, E. L. Jaynes, President, at Hotel Statler.

2:00 p. m.—Third annual convention of the Missouri Sheet Metal Contractors' Association, H. W. Symonds, President, at the Hotel Statler.

8:00 p. m.—Meeting of Board of Trustees, National Association.

Tuesday, June 26.

8:30 a. m.—Registration.

10:00 a. m.—Convention meets in Assembly hall, Hotel Statler.

Singing—"America."

Address of Welcome—Mayor Henry W. Kiel.

Response—John A. Pierpont, National President.

Report of Convention Committee.

Appointment of committees.

Report of Trustees.

Report of President.

Recess.

1:30 p. m.—Report of Secretary.

Report of Treasurer.

Report of State Associations.

Twenty-minute survey—Apprenticeship, Thomas E. Spencer, Director of Educational Extension, St. Louis Board of Education.

Wednesday, June 27.

8:30 a. m.—Registration.

9:00 a. m.—Report of Labor Committee.

Address—Credits and Business.

Address—Insurance, by Linton T. Block.

Address—Fire Prevention, by Mr. Madison, Underwriters' Laboratories.

Address—The Job Shop—Its Place, by Joseph Gardner.

1:30 p. m.—Report of Warm Air Furnace Committee.

Discussion.

Address—Allen W. Williams, Secretary, National Warm Air Heating and Ventilating Association.

Address—Why Research, by F. Paul Anderson, Dean of Research Bureau, American Society of Heating and Ventilating Engineers' Laboratories.

Thursday, June 28.

9:00 a. m.—Report of Credentials Committee.

Report of Railroad Committee.

Report of Trade Relations and Policy Committee.

Address—Estimating, Profit and Loss, by George Thesmacher.

Address—Advertising.

12:00 o'clock—Annual outing.

Guests for luncheon at the new plant of Haynes-Langenberg Manufacturing Company.

8:00 p. m.—Municipal opera at Forest park.

Friday, June 29.

9:00 a. m.—Unfinished Business.

New Business.

Election of officers.

Report of Auditing Committee.

Report of Memoriam.

Report of Resolutions Committee.

Selection of convention city.

Adjourn.

Even the ladies are not to be forgotten at the convention and their program is as follows:

Tuesday, June 26, 10:00 a. m.—Ladies to attend opening session of the National Sheet Metal Contractors' Association.

Afternoon—Open.

7:15 p. m.—The ladies will be entertained at the Missouri Theater.

Wednesday, June 27, 9:30 a. m.—Ladies will be taken to the Missouri Botanical Gardens (Shaw's Garden), then to Pevely dairy, Grand and Chouteau, where luncheon will be served.

7:00 p. m.—Annual banquet.

Thursday, June 28, 9:30 a. m.—Trip through Famous-Barr department store, then to observatory of Railway Exchange Building for aeroplane view of city and vicinity.

12:00 o'clock—Annual outing.

8:00 p. m.—Municipal opera at Forest Park.

Friday, June 23, open.

The entertainment features of the convention program are as follows:

Tuesday, June 26, 7:30 p. m.—Phanaflicker's night.

Wednesday, June 27, 7:00 p. m.—Annual banquet.

Thursday, June 28, 8:00 p. m.—Municipal opera.

Metal Branch of National Hardware Association Will Have Excellent Program.

The meeting of the Metal Branch of the National Hardware Association which is to be held at Hotel Cleveland, Cleveland, Ohio, May 25 and 26, will be featured by a program of varied and interesting discussions, as follows:

Friday, May 25, 1923, 10:15 A. M.

Opening Remarks—Chairman W. H. Donlevy, of Carter, Donlevy & Company, Philadelphia.

Address—By a speaker to be announced later.

Discussion—"The Sheet Steel Outlook for the Remainder of the Year," Walter C. Carroll, of Inland Steel Company, Chicago, and W. E. Scott, of Youngstown Sheet and Tube Company, Youngstown, Ohio.

Chairman Donlevy will call upon the representatives of the various mills for a brief expression on this subject at the conclusion of Mr. Carroll's and Mr. Scott's remarks.

Discussion—"The Sheet Market from the Distributor's Standpoint."

Announcement by Cleveland

Committee—A. W. Howe, of J. M. & L. A. Osborn Company, Cleveland.

Appointment of Nominating Committee.

Discussion—"The Overhead Expense of Sheet Metal Distributors." Chairman Donlevy will call upon members from various sections of the country for an expression as to methods which have been found successful in readjusting overhead expenses to meet changed conditions.

Discussion—"Is the Practice of Mills Contracting with Speculators Increasing?" F. O. Schoedinger, Columbus, Ohio.

Discussion—"The New Schedule of Extras."

Discussion—"Should Direct Mill Shipments of Sheet Products Be Limited to a Minimum of Five Bundles of a Size?"

Address—"The Elimination of Unnecessary Sizes, Gauges, Styles, etc.," Major A. E. Foote, Division of Simplified Practice of Department of Commerce, Washington, D. C.

Discussion—"Possibilities of Simplification in Sheet Metals and Allied Lines," H. N. Taylor, N. & G. Taylor Company, Philadelphia.

Discussion—"The Conductor Pipe and Eaves Trough Situation."

Discussion—"Would Quantity Differentials Prove Advantageous to the Sheet Steel Industry? Have Such Quantity Differentials the Approval of Governmental Authorities?"

Address—"The Labor Situation," C. L. Patterson, National Association of Sheet and Tin Plate Manufacturers, Pittsburgh.

Discussion—"The Sheet Copper Situation."

Discussion—"The Status of Wholesale Distributors and Collective Buying Syndicates as Defined in the Mennen Case Decision."

Adjournment, 4:30 p. m.

Saturday, May 26, 1923, 10 A. M.

Address—"Present Conditions and Possibilities in the Near Future," John A. Penton, of Penton Publishing Company, Cleveland.

Discussion—"Increasing Efficient

Distribution of Sheet Steel Products," George H. Charls, of United Alloy Steel Corporation, Canton, Ohio.

Discussion—"How Long Will It Be Before the Sheet Steel Industry Awakes to the Necessity of Telling the Public of the Virtues of Steel?"

Discussion—"The Tin and Terne Plate Situation."

(a) Is the Consumption of Terne Plate Increasing?

(b) What Steps Can We Take to Further Increase the Business?

Discussion—"Suburban Deliveries."

(a) What Is the Average Cost of Operating a Truck a Day in the Metal Business?

(b) What Distance Is Covered by Trucks Making Suburban Deliveries?

Discussion—"Credit and Collection Conditions."

(a) "How Can We Prevent the Abuse of the Cash Discount Privilege?"

(b) "Are You Collecting Sufficient Interest on Past Due Accounts to Offset Your Bad Debts?" W. L. Latta, of Wheeling Steel Products Company, Wheeling, West Virginia.

Question Box—Members are requested to hand to the Secretary questions they wish discussed or topics upon which they desire information.

Report of Nominating Committee.

Statement of preference regarding time and place of next annual meeting.

Unfinished Business.

New Business.

Adjournment, 12:30 p. m.

What Can be Used for Aquarium Cement?

TO AMERICAN ARTISAN:

What can I use as an aquarium cement besides litharge and glycerin to make it water tight, the frame being made of metal?

Yours very truly,

LOUIS I. DRACKERT.

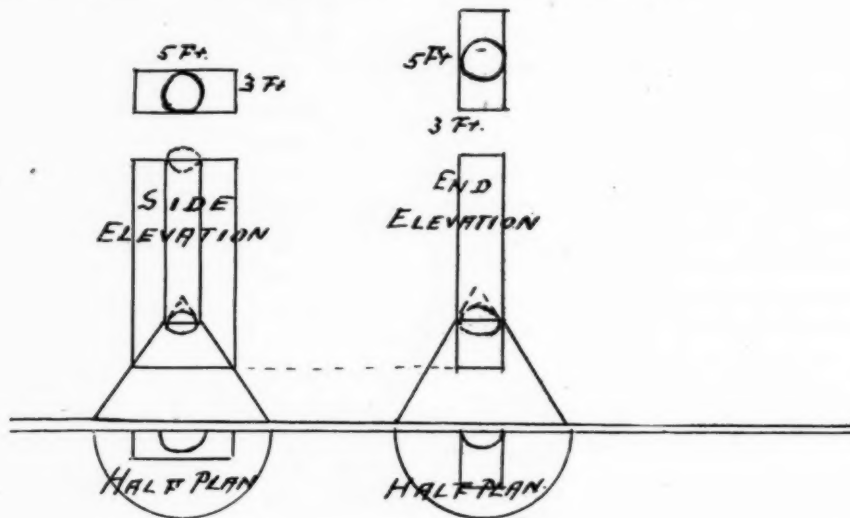
Tipton, Missouri, May 12, 1923.

How Can a Rectangular Pipe Be Made to Fit Onto a Cone?

Perhaps some one in the trade can help Peter Lines, Winona, Min-

ing the friendly spirit which is so necessary in association work, and this year it is hoped that the attendance will be even better.

The place selected for the outing is Clear Lake, Iowa.



nesota, with a problem which is apparently giving him some trouble.

The letter from Mr. Lines is as follows:

TO AMERICAN ARTISAN:

I have mailed you the drawing of a rectangular pipe which is to fit onto a cone. I should be pleased to have you solve this problem for me.

PETER LINES.

Winona, Minnesota, May 9, 1923.

Iowa Sheet Metal Contractors Will Have Summer Outing Some Time in July.

Secretary R. E. Pauley of the Iowa Sheet Metal Contractors' Association wants to know from the members what their desires are regarding the dates for the annual outing of the Association. July 19 to 21 has been suggested, but these dates have not been finally settled, nor have the arrangements for the program been made, so every member who plans to attend—which, of course, means every member of the Association—is requested to write to him or to A. L. Adams, of the Adams Sheet Metal Works, Mason City, Iowa, giving preference of dates and also making suggestions as to the program.

These outings have proven very successful and helpful in develop-

Notes and Queries

Stamping Machine.

From W. H. Parker, Broken Bow, Nebraska.

Who makes a machine for stamping the ends for galvanized cans, in sizes from five to ten inches?

Ans.—E. W. Bliss Company, Peoples Gas Building, Chicago, Illinois.

"Kitchen Pride" Range.

From J. O. Hubeli, Neoga, Illinois.

Can you inform me who makes the "Kitchen Pride" range, No. 86-18?

Ans.—C. Heinz Stove Company, 100 North 2nd Street, St. Louis, Missouri.

"Perfection" Lawn Mower.

From Roanoke Hardware Company, Roanoke, Illinois.

Please advise us who makes the "Perfection" high wheel lawn mower, as we desire to secure repairs for it.

Ans.—Dille and McGuire Manufacturing Company, Richmond, Indiana.

Boat Patterns.

From D. O. Bosley, Box 442, Quanah, Texas.

Where can I get patterns for sheet metal row boats?

Ans.—H. F. Thompson Boat and Pattern Works, Decorah, Iowa.

Oil Sprinklers.

From Louis I. Drackert, Tipton, Missouri.

Will you please inform us who makes oil sprinklers, such as are used for oiling streets, etc.?

Ans.—Austin Manufacturing Company, 400 North Michigan Avenue, Chicago, Illinois; Studebaker Corporation, South Bend, Indiana, and Winkler-Grimm Corporation, South Bend, Indiana.

Repairs for "Lindenwood" Range.
From Stove Dealers' Supply Company, Milwaukee, Wisconsin.

Where can we get repairs for the Lindenwood range?

Ans.—Northwestern Stove Repair Company, 20 West Lake Street, Chicago, Illinois.

Address of Peck, Stow and Wilcox.
From Fey and Fey, Delavan, Wisconsin.

Will you please give us the address of Peck, Stow and Wilcox Company?

Ans.—They are located in Southington, Connecticut.

Repairs for "Empire" Stove.

From D. N. McGowan, Edmond, Oklahoma.

We want two oven door lugs for the Empire Cabinet Range, No. S-16.

Ans.—You can get these from the Northwestern Stove Repair Company, 20 West Lake Street, Chicago, Illinois.

Electric Dish Washing Machines.

From Van Denberg Supply Company, 116 North Madison Street, Rockford, Illinois.

Kindly let us know who makes electric dish washing machines.

Ans.—G. S. Blakeslee and Company, 19th and South 52nd Avenue; William F. Traub Range Company, 229-233 West Superior Street; Cyrus Shank Company, 625 West Jackson Boulevard, and Jewel Electric and Manufacturing Company, 1833 Berteau Avenue; all of Chicago, Illinois.

"Hartman" Stove.

From The Linton Sheet Metal Works, Linton, Indiana.

Can you tell us who makes the "Hartman" stove?

Ans.—This is made for the Hartman Furniture Company of Chicago, and you can secure repairs from the Northwestern Stove Repair Company, 20 West Lake Street, Chicago, Illinois.

W. A. Chenoweth, Old Guard Hardware Salesman, Passes Away at Age of 68 Years.

He Was Connected with Henry Disston & Sons for More Than Thirty Years.

IT is with extreme regret that we announce the death of William A. Chenoweth, Salesmanager for Henry Disston & Sons Company, Philadelphia, Pennsylvania, and Past President of the Old Guard, which occurred at his apartment, Seventeenth and Walnut Streets, Philadelphia, Pennsylvania, Tuesday, May 15.

Mr. Chenoweth was 68 years old and had been in the employ of Henry Disston & Sons Company for thirty years. He was born at Covington, Kentucky, but moved to Birmingham, Alabama, to become southern representative for the Disston Company.

Eight years ago he assumed charge of the sales department of the Company at Philadelphia.

He had been connected with the hardware trade for forty years. He was a member of the Old Guard and was its President during 1913-14, and was one of the nine traveling salesmen placed on the honor roll by the Southern Hardware Jobbers' Association, as he was one of the pioneers who first invaded the South thirty years ago to sell goods when traveling salesmen were almost unknown.

He was a man whose friends and acquaintances, in and out of the trade were only exceeded in number by the population of the territory covered by him in the forty years he was connected with the trade.

Until eight years ago he made his headquarters and home in Birmingham, Alabama, traveling in the South exclusively, calling on the jobbers in that territory on behalf of Henry Disston & Sons, Fayette R. Plumb, the Standard Tool Company, Wabash Screen Door Company, and the Coldwell Lawn Mower Company, for which firms he was Southern sales agent.

Mr. Chenoweth, on entering busi-

ness life, connected himself with R. W. Booth & Company in Cincinnati. At that time that city was the largest hardware market and the Booth firm the largest concern in its line in the West. He remained with them several years, possibly eight. He then removed to Philadelphia and cast his fortunes with the Supplee Hardware Company of that city for some six or seven years.

Next the "call of the road" became insistent. The old desire to again take up the sample case and write orders a yard long took possession of him. He took up traveling again, and for many years represented the manufacturers mentioned above in Southern territory.

Mr. Chenoweth was one of the successful traveling salesmen in the trade and one whose tact and intelligent explanation of the goods placed him in the front rank of the "Knights of the Grip." May his kind never grow fewer. It is not what he did so much as the way he did it that won for Mr. Chenoweth his reputation and his ability and



W. A. Chenoweth,

As a result of his observations while traveling for the two above-named firms, Mr. Chenoweth decided to remove to the South and go into business. He chose Birmingham, Alabama, as his field of activity, where he engaged in the hardware business under the firm name of Francis & Chenoweth. Shortly after this when the Southern Hardware Jobbers' Association was organized, that body, knowing his ability and business worth, selected him first as its second vice-president, and then to the vice-presidency, both of which offices he filled with honor and credit

gained for him the universal good will of all.

Mr. Chenoweth is survived by two sons, Arthur and Beech, both of Birmingham; and one daughter, Miss Margaret Chenoweth, who lived with him in Philadelphia.

The cost of selling an unknown article is rather high when you stop to consider the time spent in recommending it and making the sale, with other customers waiting, and the criticism to which you make yourself liable should the article not prove entirely satisfactory after trial.

National Retail Hardware Association to Meet at Richmond, Virginia, June 19 to 22.

The Annual Congress of the National Retail Hardware Association will meet in Richmond, Virginia, June 19 to 22.

At this meeting an effort will be made to analyze distribution costs. This subject will be approached from all angles in an earnest endeavor to determine the reason for the seemingly great spread between production cost and consumer price; to discover whether or not there are leaks along the distribution channel, and if there are leaks, how they may be stopped; to determine if any of the factors are rendering excessive or unnecessarily expensive service and, if so, the remedy therefor.

The unprecedented opportunity for joint study of hardware trade problems by all factors of the trade—manufacturers, wholesalers and retailers.

In the presentation of the various phases, the congress will have the service of trade leaders, speakers of national reputation and disinterested students.

Speakers now definitely assured for the congress at Richmond are:

Isaac Black, of Russell & Erwin Manufacturing Company, President of the American Hardware Manufacturers' Association, who will discuss distribution costs from the manufacturers' viewpoint.

Arthur B. Birge, of Seymour Manufacturing Company, St. Louis, chairman of the Committee on Distribution of the American Hardware Manufacturers' Association, who will discuss distribution costs from the manufacturers' viewpoint.

Murray Sargent, of Sargent & Company, who will discuss unit pricing.

Charles H. Watkins, Watkins-Cottrell Hardware Company, who will discuss distribution costs from the wholesalers' standpoint.

Hon. Sydney Anderson, Congressman from Minnesota, chairman of the Congressional Joint Commission of Agricultural Inquiry, who will discuss the effect of

transportation cost upon distribution costs.

Edward Mott Woolley, Passaic, New Jersey, noted business student and writer, who will discuss distribution costs from the viewpoint of the disinterested student, with special reference to the work of the hardware association and its effect upon efficient distribution.

Alvin E. Dodd, Manager of the Department of Domestic Distribution of the Chamber of Commerce of the United States, who will discuss distribution costs in the light of information gained through his department of the National chamber.

The speakers already named and many others will make the convention one of extreme interest and it is hoped that many of the problems now confronting hardware men will be cleared up.

Who Makes Lawn Mower That Is Marked "W. 8?"

TO AMERICAN ARTISAN AND HARDWARE RECORD:

Can you tell me who makes the lawn mower that has "W. 8" on outside of wheel?

Yours truly,

H. H. WILKE.

—, Wisconsin, May, 8, 1923.

Townley, Farmers' Equity Leader, Is Against Farmers' Stores.

A Wisconsin newspaper carries an item by A. C. Townley of Non-partisan fame. We are reprinting it without comment:

"Arthur C. Townley, former president of the National Non-partisan league, in an address at Sioux Falls this week declared against the advisability of farmers establishing stores, mills and other business.

"He said that 'experience has shown that farmers' stores and other organizations have failed to reduce the price of commodities or to conduct the business on a better basis.'

"You can't farm and run a business, too," he continued, "and make it a success in competition with men

especially trained for that work and with highly developed organizations already functioning."

Interesting History of Clothes Wringer Outlined.

You will be interested to know that the first clothes wringer ever made had wooden rolls, according to the assertion made by the Lovell Manufacturing Company, Erie, Pennsylvania, makers of Anchor Brand clothes wringers.

In accordance with the rapid developments made in industry, the wooden rolls were discarded because they cracked the buttons off and only squeezed the water out of the thick parts of the materials.

This led to further complications when the clothes were placed into the bluing water, as it was found that the bluing that was not wrung out dried and streaked the material.

Necessity may not be the mother of invention in all cases, but the desirability of having a wringer which would function properly led to experiments on the part of the ambitious leaders in their manufacture. These experiments led to the discovery that hard rubber rolls were almost as useless as the wooden rolls; that a roll wringer must have the qualities of elasticity to do good wringing, combined with strength enough to wear well.

It was further discovered that a clothes wringer with rolls that had elasticity and good wearing qualities would of necessity be more costly than one with wooden or hard rubber rolls. But if the last-named rollers do not wring the clothes properly and leave them streaked with bluing, what good is it to buy that kind at all?

It is far better to pay a little extra in the beginning, have good service all the while the article is in use and have it last longer than a wringer not so strongly constructed and perfectly equipped.

Many a man who wouldn't sell his vote has found a \$2 bill that was lost by the wise candidate.

Rare Color Combinations Used in Paint Window Display Contain Many Advertising Possibilities.

Everice Babineau Decorates Miniature Dwelling for Sumner Company, Moncton, N. B.

PERSONS who heretofore have been privileged to travel and consequently to view the beautiful works of art in colors such as those on display in the Louvre, the Path-

tions when used to attract attention. As a concrete illustration of this, the reader needs only glance at the accompanying illustration of a paint display window arranged by Everice

ground. The picture in the background was painted especially for the window display, and in selecting his subject the artist was especially careful to choose a scene that would



Everice Babineau Arranges Unique Paint Display Window for Sumner Company, Ltd., Using Sharp Color Contrasts.

eon de La Guerre in Paris or in the Metropolitan Museum of Art in New York perhaps did not appreciate the wonderful advertising possibilities in those rare color combinations, but business men of today are giving increased evidence that they realize the value in color combina-

Babineau for the Sumner Company, Ltd., Moncton, N. B.

The miniature dwelling in the foreground was constructed and decorated with the best color combinations possible, so as to form a striking contrast to the old homestead seen at a distance in the back-

allow of a large color variation, such as would be necessary to accurately portray the color of the water, trees, the old homestead and the landscape itself.

The placards on display, as will be seen, were freely used and were furnished by the firm manufactur-

ing the paint. The fence around the yard was erected by using color boards and cans of paint.

If the reader will stretch his imagination far enough to see in his

mind's eye the various colors suggested by the landscape, he will readily appreciate the strong pulling power a display of this sort cannot fail to have.

Enameled Ware Manufacturers Offer Prizes to Hardware Store Salesmen in Unique Contest.

Purpose of Contest to Show How Kitchen Ware Departments Can Be Made More Profitable.

THE Associated Manufacturers of Enameled Ware have announced an interesting contest for which all salesmen in hardware stores are eligible.

The purpose of the contest is to find and spread among all hardware

women in the house-furnishing departments of department stores and the results were highly praised by the store managers.

Twenty-five cash prizes, ranging from \$100 to \$200, are offered for the best essays on "How to Sell

hardware dealers would like to hear from the experience of others are the best methods of bringing out the different advantages of enameled ware, such as durability, sanitary surface, easy cleanability, etc.; how to get a woman who came in to buy something else interested in cooking utensils; how to study the different types of customers and how to suit their needs. Other subjects of interest are how to increase the sales of enameled ware during preserving time; how to feature a complete enameled ware outfit for newly-weds; what enameled ware to sell to a family going on an automobile camping tour. Then, of course, every salesman has developed some successful



dealers the best methods for making the kitchen ware department more profitable. The contest will also serve to stimulate the interest of the salesmen in the possibilities of this department. Some time ago a similar contest was held for sales-

Enameled Ware." The essays are not to be more than 1,000 words long, 500 words being the preferred length—fewer words are permitted if the ideas can be told in less. The contest closes July 15, 1923.

Some of the subjects on which

method for selling enameled ware through his window displays, counter displays, newspaper and circular advertising, special sales, etc.

These essays will be published in an illustrated book on the best ways to sell enameled ware, which will be

distributed generally to all dealers and salespeople handling the ware.

The contest is proving of wide interest to hardware dealers. Full information will be sent to all writing to the Service Department, Associated Manufacturers of Enamelled Ware, 46 Cedar Street, New York.

Initial Issue of Save the Surface Magazine to Appear in June, 1923.

The first number of Save the Surface Magazine, with headquarters at the Bourse, Philadelphia, will be issued in June, 1923. G. B. Heckel, a trustee of the Save the Surface Campaign, and Henry A. Gardner, Director of the Institute of Industrial Research, Washington, are associate editors of the new magazine. Gayne T. K. Norton, who has been handling Save the Surface Campaign publicity and news work at headquarters, is the managing editor. The magazine will have an initial circulation among property owners throughout the country in excess of 50,000 copies.

Some of the features the first issue will include are: An article by Henry A. Gardner Director of the Institute of Industrial Research, Washington, on the tremendous loss property owners are needlessly suffering because they fail to give their homes the necessary surface protection.

George B. Heckel, trustee of the Save the Surface Campaign, has written an unusually interesting article on the reconditioning of the steamship Leviathan. In this work more than 250 tons of lead and zinc were used.

James E. Clark, editor of the Journal of the American Bankers' Association, has written a strong editorial on the relation of paint to loan values. The United States Forest Products Laboratory has contributed an article. Janet Young, a New York authority on interior decoration, has furnished an article on how the attic, by the use of paint, may be easily transformed into a cozy sleeping chamber.

Majestic Manufacturing Company Will Remain Under the Same Management.

According to a letter from C. E. Sommer, Vice-President and Secretary of the Majestic Manufacturing Company, St. Louis, makers of Majestic ranges, there will be no changes in the organization and management of the Company.

The letter states, in part:

"The same gentlemen who have been connected with Mr. Stockton for the past eighteen to thirty years will continue actively in their respective departments, and the business will go on in every particular just the same as it has been.

"Frank R. Henry has been elected President, in place of Mr. Stockton, deceased, and Carl E. Sommer as Vice-President and Secretary. Both these gentlemen have been associated with Mr. Stockton practically throughout their lives.

"Mr. Phillips will continue as Treasurer, having been connected with the company for a quarter of a century.

"We are giving you these facts so you will have the information straight from headquarters. We all deeply feel the loss of Mr. Stockton and his counsel and advice, but it is a fact that he had not been actively managing the business for six or seven years."

It will be recalled that Robert H. Stockton, one of the founders and President for many years of the Majestic Manufacturing Company, died April 27th.

Coming Conventions

Metal Branch of National Hardware Association, Hotel Cleveland, Cleveland, Ohio, May 25 and 26. T. J. Fernley, 505 Arch Street, Philadelphia, Secretary.

National Retail Hardware Association and American Hardware Manufacturers' Association, Richmond, Virginia, June 18, 19, 20, 21 and 22, 1923. Herbert P. Sheets, Retailers' Secretary-Treasurer, Argos, Indiana, and Frederick D. Mitchell, Secretary-Treasurer, Manufacturers, 1819 Broadway, New York City.

Texas Association of Sheet Metal Contractors, Dallas, June 21 and 22. J. O. Walsh, 1216 Commerce Street, San Antonio, Secretary.

Missouri Sheet Metal Contractors' Association, Statler Hotel, St. Louis,

Missouri, June 25, 1923. Otto E. Scheske, Secretary, 3818 Maffitt Avenue, St. Louis, Missouri.

The National Association of Sheet Metal Contractors, St. Louis, Missouri, June 25 to 29, 1923. E. B. Langenberg, Secretary of St. Louis Convention Committee, 4057 Forest Park Boulevard, St. Louis Missouri; E. L. Seabrook, 608 Chestnut Street, Philadelphia, Secretary.

Sheet Metal Contractors' Association of Pennsylvania, Hotel Allen, Allentown, Pennsylvania, July 26 and 27, 1923. W. F. Angermeyer, Secretary, 714 Homewood Avenue, Pittsburgh, Pennsylvania.

Retail Hardware Doings

Florida.

R. N. Durrance and Alva E. Hinckley have organized the Hinckley-Durrance Hardware Company at Sebring.

The Dixie Hardware Company has opened for business in the South Carolina Court Building, on South Orange Avenue, Orlando. The proprietors are Robert Bellamy and C. J. Klinet.

Illinois.

H. A. Dornbos has opened a new hardware store at 415½ Fourth Street, Wilmette, which is known as the Terminal Hardware.

Iowa.

George Gale has sold his hardware store at Vinton to A. R. Richardson of Dysart and Harold Spicher of Vinton. The new firm is known as Spicher and Richardson.

Thomas A. Nichols has purchased the hardware stock of Kriechbaum and Dervein at Burlington.

The Sternblock Hardware store of Galt has been destroyed by fire.

Michigan.

William Blanchard has engaged in the hardware business at Flint.

Minnesota.

O. N. Snustad and Emil Gustafson will open a hardware store in Winger on or about June 1st.

M. J. Lofback and J. I. Frasa have opened a hardware store at 315 Chestnut Street, Virginia.

At 18 North 19th Avenue, West, Duluth, the firm of Gustafson-Pierson Hardware Company has dissolved partnership. Mr. Pierson retiring from the company. The firm is now known as the Emil S. Gustafson Hardware Company.

Nebraska.

Charles R. Russell has purchased the Steinkraus Hardware store at Pierce.

Ohio.

At Richwood, J. A. Shipley has sold his hardware store to Frank Riley and Howell Jones.

Texas.

Falls City Hardware Company of Falls city, has been incorporated with a capital of \$12,000. Incorporators are: F. P., J. W., and F. D. Moczygemba.

Wisconsin.

George Sheppard has purchased the hardware stock of Axel Carlson at Frederic.

At Wilson, S. Cave has bought the Sloey Hardware business.

Wyoming.

The Elquest Hardware Store at Yoder has been destroyed by fire.

Study Carefully the Field You Expect to Bombard; Then Drop Your Advertising "Shells" on That Field.

Here's How Barrett Moved Left Over 1922 Model Fireless Gas Ranges, Making Room for Incoming Stock.

IN this highly competitive age and rapidly changing public taste the dealer is apt to find himself "A. W. O. L." with a number of last year's models on his hands if he is not up

and doing every minute, or if he happens to miscalculate his probable demand.

Fortunately for the dealer, however, there are people who, due to

indifference or limited financial means, are willing to accept last year's models this year at a reduction in price, and this is not only true in selling ranges, but in most other lines.

Recognizing this fact and having a few 1922 models of Chambers Fireless Gas Ranges on hand, the Barrett Hardware Company, Joliet, Illinois, prepared the accompanying skillfully written advertisement, which ran in the Joliet (Illinois) *Herald*.

These 1922 models were offered at a 25 per cent reduction, and it was plainly stated that \$10.00 would be paid for the customer's old range. This is a highly attractive offer, as there are practically two discounts on the purchase price of the new range given.

The firm did not, however, stop at offering the 1922 models, but called attention to the shipment of 1923 models of the same range that were en route.

This copy was designed to attract two classes of customers, and it is needless to say that the salesmen did not hesitate to point out the advantages of the 1923 model over the 1922 range after the customer was once in the store.

* * *

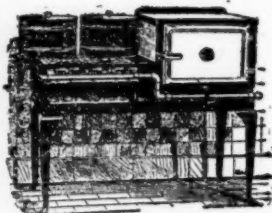
True coöperation benefits everyone.

Develop a public service attitude toward your business and you can't lose.

Advertising is the statement of a plain, understandable, unadulterated fact, with no attempt to resort to meaningless generalities and misleading verbiage.

Why not conduct your business in accordance with the avowed principle that right is superior to might; that morality is on a par with legality, and that the observance of both is essential to worthy achievement?

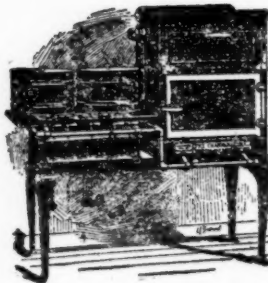
1922 MODELS CHAMBERS FIRELESS GAS RANGES 25% DISCOUNT



We have a limited number of 1922 model Chambers Fireless Gas Ranges that we wish to move at once, and we are willing to sacrifice a 25% discount to do it.

WE WILL ALLOW \$10.00 FOR YOUR OLD STOVE

A SOLID CAR OF 1923
MODEL CHAMBERS FIRE-
LESS GAS RANGES ARE
ON THE WAY
SAMPLES ARE ON OUR FLOOR



These are the ranges that cut your gas bills down half—that cook at full speed with the gas turned off—the range that cooks without watching while you do your shopping, or keeps your meal piping hot if husband is late.

Our stock of 1922 models will not last long at this price—Place your order early—we will hold your selection if you so desire.



4100

BARRETT Co HARDWARE

Barrett Block

Joliet, Ill.

Trade Caution Continues—Large Building Projects Postponed in Various Centers of Country—High Wage and Material Costs Blamed.

Non-Ferrous Metals Continue on Decline—Uncertainty Regarding Summer Business and Large Previous Buying Contributing Factors.

THE opening of the non-ferrous metal market the fore part of the week found still further declines, even zinc, which advanced fifteen points last week, declined until it showed an aggregate loss of one-half cent. The decline continued throughout the week.

Copper.

The fore part of the week Electrolytic copper was available from producers at 15¾ cents through May, June and July. Second hands were offering Electrolytic at 15.75 cents delivered in the Connecticut valley and at 15.62½ cents refinery for prompt, May and June shipment, but showed very little interest.

Chicago warehouses maintain a base price of 24¼ cents on copper sheets.

Tin.

Tin continued to decline, during the fore part of the current week, Straits reaching down to 42¼ cents May 14. Premiums on futures were discontinued. The following day Straits dropped ¼ cent and futures were available at a discount of ⅓ cent, early deliveries closing at 42 cents. Some sales were also closed at 41.90 cents for June and July. Straits deliveries were sold as far distant as September at 42 cents and June deliveries of the 99 per cent grade sold at 41 cents.

Chicago warehouse prices on tin are: Pig tin, 42¼ cents, and bar tin, 44¼ cents.

Zinc.

The decline in zinc continued, prices dropping 15 points on Monday, May 14, reaching 6½ cents St. Louis for spot and May, with futures available at a discount of 5 points for each succeeding month.

One prominent mill quoted a

price of 9.20 cents on sheet zinc in 600-pound casks. No. 9 and 10 zinc selected on one side was quoted at 5.50 cents; selected on both sides, 6.50 cents. No. 11 to 15 selected on one side, 4.50 cents; selected on both sides, 5.50 cents.

A producer of zinc sheets had reduced his price from 9.65 to 9.20 cents.

Joplin advices stated that sheet zinc producers were shipping three times the usual tonnage of ores from that district. Joplin shipments of zinc ores last week amounted to 14,603 tons, as against 10,073 tons the week previous, while shipments since the first of the year total 279,368 tons, compared with 154,498 tons during the corresponding period last year.

St. Louis receipts last week were 82,700 slabs, against 77,740 the week previous. Receipts since January 1, 1,243,870 slabs, against 1,017,580 last year. Shipments last week, 70,180 slabs, against 58,820 the week before. Shipments since January 1, 970,040 slabs, against 1,348,340 last year.

Solder.

Chicago warehouse prices on solder are as follows: Warranted 50-50, \$27.25; Commercial 45-55, \$26.25, and Plumbers', \$23.00.

Wire and Nails.

Prices are unchanged on the basis of 2.75 cents for plain wire and 3.00 cents for wire nails, although at least one maker is on a 3.00 cent and 3.10 cent basis, respectively.

While new buying of wire products is curtailed in some directions, this mainly is from makers.

Actual inquiry at Chicago for wire and nails has declined somewhat from the activity of recent weeks, but there remains sufficient

to make a market and the tonnage asked is more than mills can book. Inability to get more than 70 per cent production, on account of labor scarcity, continues to keep back deliveries and practically all customers have considerable material still on order.

Prices are unchanged, but less tendency is noted for premiums and the entire market is nearer a stable basis.

Lead.

The lead market ranged from 7.15 cents to 7.25 cents May 15 for spot and May in New York, and from 6.90 cents to 6.95 cents, St. Louis.

Lead is the one metal that showed a slight firmness. Buying is not large, but substantial operations in this direction are expected before the end of the month.

Bolts and Nuts.

So much bolt and nut tonnage was carried over from first quarter into second quarter that many important users of this material contracted for somewhat less quantities during the second period. Specifications against these contracts are being filed in excellent volume and there is also considerable current buying for nearby delivery. Prices are holding firmly at the discounts adopted several weeks ago.

Several single carload orders of rivets are noted and while prices on this product are not so strong as makers would like, those quoting 3.25 cents and 3.35 cents, base Pittsburgh, respectively, on structural and boiler rivets, report that these levels recently have been obtaining on the business they have been booking in the face of competition from makers in this territory and larger producers in the East.

Tin Plate.

While \$5.50 is to be regarded as the regular price of tin plate, there is now very little to be had at that figure, the business being already closed. The leading interest, which opened the third quarter market at this figure on April 26, already had requisitions from regular customers sufficient to cover substantially the entire tonnage to be offered, so that it was not a seller in the open market. Some independents did not recognize the \$5.50 price at all, while others undertook to cover those of their customers who are makers of packers' cans at this price, reserving other production for later developments.

Sheets.

It is found by the mills offering third quarter tonnages that these are taken readily.

In some sales territory the leading interest has found customers desirous of contracting for about double their allotments, and the allotments are not particularly small, as the company is counting on fairly heavy production, at about the present rate, minus only a little tonnage to cover the business that must be carried over July 1.

For early deliveries premiums continue to rule, the mills that have been making a practice of keeping their order books relatively clear being able to secure almost as high prices as formerly. While third quarter prices are 3.00 cents on blue annealed, 3.85 cents on black and 5.00 cents on galvanized, the early delivery market in blue annealed remains quite uniform at 3.25 cents. Black sheets, however, now rarely command above 4.00 cents, but they bring that price without difficulty for anything like early delivery. Galvanized now sell only occasionally at 5.50 cents, but the price is still done sometimes. The more common price on galvanized for early shipment is 5.25 cents.

Old Metals.

Wholesale quotations in the Chicago district, which should be considered as nominal, are as follows: Old steel axles, \$23.25 to \$23.75;

old iron axles, \$27.00 to \$27.50; steel springs, \$23.50 to \$24.00; No. 1 wrought iron, \$18.50 to \$19.00; No. 1 cast, \$20.50 to \$21.00, all per net tons. Prices for non-ferrous

metals are quoted as follows, per pounds: Light copper, 11 cents; light brass, 6 cents; lead, 5 cents; zinc, 4 cents; and cast aluminum, 15½ cents.

General Pig Iron Market Still in Waiting Attitude, Pending Buying Movement for Third Quarter Delivery.

Valley Iron \$1 Lower; Demand Increases at Chicago; Birmingham Market Strong.

CONSIDERABLE anxiety seems to manifest itself as to the future course of business, due to the recent so-called "buyers' strike" in the building industry. However, there are indications that the wave of pessimism was considerably overdrawn. The steel industry continues operations at about 94 per cent of capacity, with the steel corporation running about 97 per cent. The automotive industry is going at top speed, with the prospect that new high production record will be set this month.

In the pig iron market at Pittsburgh there continues to be a lack of buying interest and this has caused lower price levels to be inaugurated with the various grades. Steel-making iron was being quoted at \$29 to \$30, valley, for basic, and at \$30, valley, for Bessemer. The reduction of \$1 in Bessemer is based upon single carloads or 100-ton lots.

The price is held at \$27 for No. 2 foundry.

At Chicago the demand for pig iron is increasing for spot and third quarter delivery. Sales are being made at \$32 for third quarter and \$32 to \$33 for prompt iron, according to delivery point.

In regard to the probable effect of the suspension of building activities by contractors in New York City, the *American Metal Market* for May 16 had the following interesting comment:

"Suspension of building activities by which contractors have held up work on about \$50,000,000 worth of construction in New York City will

not force wages down now and will raise them even higher when building is resumed, according to Michael J. Colleran, president of the new Building Trades Council, who made public a statement attacking the suspension policy.

"The statement took the form of a letter to Dr. Nicholas Murray Butler, president of Columbia University, and called upon Dr. Butler to give the public detailed reasons why Columbia University suspended operations on a \$10,000,000 building contract.

"This policy, in my opinion," Mr. Colleran wrote, "is a mistaken one which in the long run will defeat its own ends—at least as far as wages are concerned. Workers in the building trades regard it as an attempt to beat down wages, either by bluff or by the club of decreased employment. Naturally, they resent such an attempt. Certainly neither method is calculated to increase a spirit of coöperation among the workers in solving a grave public problem.

"More important still, neither method will work. In the first place, you cannot bluff the building trades worker today into accepting a wage reduction. Contractors are still bidding against each other for labor. In the second place, if sufficient building is postponed to create a labor surplus in New York, you will merely drive the surplus into other cities. You will then be worse off than before, because when building is resumed there will be even fewer workers than now to man the jobs."